

**ACCELERATED REAL ESTATE SCHOOLS**

<http://www.acceleratedschools.us>

**Accelerated Real Estate Schools**

**DRE Sponsor #S0451**

P.O. BOX 2016 Rancho Cordova, CA 95741 Phone: (800) 721-0710

**California Department of Real Estate Disclaimer:**

*This course is approved for statutory salesperson or broker pre-license course credit by the DEPT of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors, or lecturers.*

*All offerings shall be completed within one year of date of registration.*

**Course Method:** 45hrs Correspondence Courses with Timed 3hr Online Final Exam

Salesperson and Broker pre-license courses \$69-\$79 each (Discounts on Package Courses).

**Course Completion Time Limits:**

Salesperson and Broker pre-license courses.....Minimum 18 days, Maximum 1 year

**Statutory / Pre-Licensing Courses**

- **Real Estate Principles**

Textbook: California Real Estate Principles by Walt Huber 15<sup>th</sup> Edition (2017)

Introduction to Real Estate-Estates, Transfers and Titles – Encumbrances – Agency and Responsibilities – Contracts – Landlord and Tenant – Escrows and Title Insurance – Real Estate Finance – Financial Institutions – Appraisal Basics – Appraisal Methods – Subdivisions and Government Control – Taxation of Real Estate – Licensing, Education and Associations – Real Estate Math

- **Real Estate Practice**

Textbook: California Real Estate Practice by Walt Huber , Arlette Lyons 8<sup>th</sup> Edition (2015)

Salesperson – Marketing, Advertising, Promotion – Listing Agreement - Agency, Agency Relationships – Ethics - Buyer – Purchase Agreement RPA-CA, Real Estate Websites –Finance, Finance Process – How to Navigate Escrow – Taxation – Investment – Property Management, Leasing Properties – Real Estate Assistants – Licensing and License Renewals , Fair Housing, Trust Funds, Real Estate Laws and Regulations - General Fund – Trade and Professional Organizations

- **Real Estate Economics**

Textbook: Real Estate Economics by Walt Huber, Levin P. Messick, and William Pivar, 7<sup>th</sup> Edition (2018)

Economic Principles and Cycles – Economic Theories and Measurements – Money and Financing – Cities: Their Origin and Growth – The Suburbs and Beyond – Government Regulations and Tax – Housing – Nontraditional Housing – Farms and Land – Nonresidential Real Estate – Planning and Land Use Controls – The Economics of Development –Economic Decision Making and Fair Housing

- **Real Estate Finance**

Textbook: Real Estate Finance by Walt Huber and Walt Zolzula 8<sup>th</sup> Edition (2017)

FinTech, the Safe Act, and the Fed- The Real Estate Cycle and the Secondary Market-Loan Fund source for the Primary Market -The Secondary Mortgage Market and Federal Credit Agencies- Ethics, Fraud, Consumer Protection and Fair Lending –Federal Regulation (TILA/RESPA/TRID) Finance Instruments –Overview of Loan Process – Conventional Financing- Alternative Financing: Government Programs: FHA and VA Loans- Seller Financing – Qualifying the Borrower- Qualifying the Property State Licensing Requirements.

- **Legal Aspects of Real Estate**

Textbook: California Real Estate Law by Walt Huber, Kim Tyler 8<sup>th</sup> Edition (2019)

Introduction to Law – Nature of Real Property – Interests in Real Property – Co Ownership of Real Property – Introduction to Agency Law – Agency Duties and Liabilities – Contract Law – Real Estate Contracts - Alternatives to Litigation – Title and Alienation – Escrow and Closing –Real Estate Financing – Land Use Controls – Civil Rights and Fair Housing - Landlord and Tenant Law

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- **Real Estate Appraisal**

Textbook: California Real Estate Appraisal by Walt Huber, Levin P. Messick, and William Pivar, 4<sup>th</sup> Edition (2014)  
Understanding Value – The Appraisal Process – Property Description and Appraisal Math – Data Collection and Analysis – Site Valuation – Residential Construction – Cost Approach to Value – Sale Comparison Approach to Value – Income Approach to Value – Reconstruction of Value Estimate – The Appraisal Report Appraising Special Interests – The Appraisal

- **Mortgage Loan Brokering**

Textbook: Mortgage Loan Brokering and Safe ACT by Walt Huber, Walt Zozula, and William Pivar, 5<sup>th</sup> Edition (2014)  
Scope of Mortgage Loan Brokering – The California DEPT of Real Estate – Department of Corporations License – Mortgage Loan Activities – Exceptions form Licensing Requirements – Supervising and Licensing Compliance – Agency – Disclosures in Mortgage Loan Transaction – Fair Lending Practices – Trust Fund Handling – Hard Money Maker and Arrangers – Securities in the Lending Industry – Third Party Originator Mortgage Banking Profession – Financial Institutions and Regulators

- **Business Law**

Textbook: California Business Law by Walt Huber, William McGrath, Kim Tyler, 5<sup>th</sup> Edition (2018)  
Introduction to Business Law , – Court System and Court Procedure – Traditional and Online Dispute Resolution – Ethics, Law and Business – Torts: Intentional, Negligent and Strict Liability- Business torts and E-Commerce – Capacity and Consideration – Contracts: Offers Acceptance and Mutual Assent – Unlawful Agreements and Statute of Frauds- Consent and Performance- Interpretation and Third Parties - Contract Discharge and Remedies for Breach – Sales Law: Terms, Formation, Obligation, and Title –Risk and Loss of Warranties – Agency

- **Escrows**

Textbook: Escrow 1 by Walt Huber and Joe Newton, 5<sup>th</sup> Edition (2018)  
What is Escrow – Basic Escrow Processes – Sample One, Part One - Sample One, Part Two – Sample One, Part Three – Sample Two, Part One – Sample Two, Part Two – Sample Two, Part Three – Sample Three, Part One – Sample Three, Part Two – Exchange Escrow Sample – Processing The Exchange Escrow –Note and Trust Dees Escr0w sample – Processing the Note and Trust Deed Escrow – Laws, Regulations, and Sale of Business

- **Property Management**

Textbook: Property Management Walt Huber, Levin P. Messick, and William Pivar 6<sup>th</sup> Edition (2014)  
Overview of Property Management - Property Management and Real Estate Markets – Money and Property Management – The Real Estate Investor – Income Property Valuation and Financial Analysis – The Owners Objective for Property Management – Residential Marketing and Management – On-Site Personnel and Operations – Non- Residential Property Management – Management of Home Owners Associations – Other Residential Property Management – Maintenance and Repairs – Property Management Legal and Insurance Aspects – Property Management in Review

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### **Correspondence Course Identification Statement:**

Participants must present one of the following forms of Identification before administration of a final exam: **A.)** Current California Drivers License. Or **B.)** Current California Identification Card in section 13000 of the California Vehicle code. Or **C.)** Any Identification of the Student issued by a government agency or recognized real estate related trade organization which bears a photograph, signature, and Identification, number of the participant.

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### **Taking Final Examinations & Grading:**

Exams are taken on the internet @ <http://www.acceleratedschools.us> “Online Testing Area”

The school will issue you a username and password this is for the integrity of our final exams. The final exam is not printable or downloadable A minimum of 60% is required to pass each course. If the student does not pass the exam on the first try, he or she can make a second attempt at a fee of \$25. The student may have to wait an additional 18 days. All final examinations for salesperson and broker pre-licenses courses are multiple-choice and have 100 questions. The student has 3 hours to complete the final

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examination for a salesperson and broker pre-license course. For internet testing, the final exam will automatically time out at the end of the allotted period of time. You will see a summary/confirmation sheet when the test is completed, students exams will be stored in our data base of the school automatically to Accelerated Real Estate Schools Please do not call the school for your results; this will cause a delay in processing. There are self study quizzes at the end of every chapter.

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**Course Completion Certificate**

Course completion certificates will be mailed within 1 week of completion of all registered courses.

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**Refund Policy:**

Unconditional money-back guarantee if returned unused within 7 days from enrollment date, less the \$25 enrollment fee per course and any shipping charges if applicable.

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**Credit Policy:**

Cash, checks, and credit cards are acceptable forms of payment. No credit other than credit cards can be used to purchase the salesperson and broker pre-license courses.

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**Records:**

The school maintains a database of all students who enroll and /or complete salesperson and broker pre-license education courses. Call the school for a duplicate copy of your certificate (a small fee will be charged). Student record will be maintained indefinitely.

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**Course & Instructor Evaluation:**

The California DEPT of Real Estate maintains an online course evaluation of courses and instructors at [www.DRE.ca.gov](http://www.DRE.ca.gov) . Students can contact the Dept of Real Estate through this website and complete a (RE 318A) course and instructor evaluation form. This evaluation provides feedback to the Dept of Real Estate and helps to maintain a high level of effectiveness for courses and instructors.

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**Course Provider Complaint Statement**

A course provider complaint form is available on the California Dept of Real Estate website [www.DRE.ca.gov](http://www.DRE.ca.gov) Access the form by typing in "RE-340A" in the search box located in the upper right corner of the home page

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**Thank-you for choosing**

**Accelerated Real Estate Schools**

**ONLINE TESTING AREA is at: (TOP LEFT OF WEBSITE)**

<http://www.acceleratedschools.us>

Sincerely,

**QUIZZES (if Applicable)**

Jeff Heller,

**EXAM(S):**

**USERNAME:**\_\_\_\_\_

**USER NAME:**\_\_\_\_\_

**PASSWORD:**\_\_\_\_\_

**PASSWORD**\_\_\_\_\_